

20C. mast. - 11/27/51 (cont.)

31

New location - landlaid job 100' x 130'. 50' x 130' for 'K' work. - Stocking

M. Bailey Hts., Ohio. (later Youngtown, Pa. & Warren, O.)

Est. sales \$450 M

" prof. \$41,343. - 9.19%.

(L. Bartolotta) developer

Rent \$14 M per annum against 4% of gross sales on job \$400 M + 5 1/2% of sale

in excess of \$400 M.

1100' of ctr.

Basement smaller than sales floor.

Sales est. per ft. = 405.

(70' x 130')

Girls quarters, office, & kitchen on main floor.

Constr. cost \$739,000.

Do.

"Let's ring the Youngstown area w/ K. stores" - D.C.D.

New location -

Roosevelt Shopping Ctr., Phila., Pa.

85' x 150' landlaid job. K. resp. for 'K' work - steel bar floor, air cond.

A Good Fair market doing \$137,000 per wk. (\$6,000,000 per yr.)

at big W. & B. store - 20,000 sq. ft.

"A fine development; you'll not go wrong here" - C.E.H.

Est. sales = \$550 M.

" prof. = 47 M. = 8.57%.

Constr. cost \$168 M.

1465' ctr.

Est. sales per ft. = 375

Sales ratio - 600 M/650 M (C.E.H.)

450 M/500 M (H. J. L.)

550 M (H.E.B.)

min. rent \$21,500. 5% on sales of \$500 M

4% over 500 M.

5% to 500 M \$25,000.

4% over 500 M. - 2000.

Total \$21,000.

anal. 11/27/51 (S.G.H.)

Our ceiling is so far to be 13.6'; "need another foot" - H. J. L.

"Surrey Drug" the only thing in drugs in Phila. - real comp. esp. in Haverhill, Pa. (more comp. than Haverhill) - C.E.H.

30 steel floor.

621 - Lackawanna, Buff., N.Y.

"Economy job" - Disease

1132 3/12,000.